

**APPENDIX C PRICING INDEX
DIR-TSO-3397
PENBAY SOLUTIONS, LLC**

CATEGORY: GEOSPATIAL PRODUCTS AND RELATED SERVICES

*** DIR CUSTOMER PRICE contains 0.75% DIR Administrative Fee which is calculated after the DIR Customer Discount is applied (deducted) from the MSRP**

GIS PRODUCTS AND RELATED SERVICES

GEOSPATIAL PRODUCT DESCRIPTION	Manufacturer / Brand	Product Description	Manufacturer Part Number	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price *
GIS software	PenBay Solutions	InVision Foundation (Includes Five (5) Named Users); 12 Month Term/Subscription License; Ea.; Includes Standard Maintenance and Support.	IV-300	\$9,350.00	5.75%	\$8,878.47
GIS software	PenBay Solutions	InVision Foundation Additional Named User Annual Fee, 12 Month Term/Subscription License, Ea. Named User; Requires IV-300.	IV-301	\$250.00	5.75%	\$237.39
GIS software	PenBay Solutions	InVision Connect Module; 12 Month Term/Subscription License; Ea.; Includes Standard Maintenance and Support; Requires IV-306, IV-305 or IV-310.	IV-304	\$1,750.00	5.75%	\$1,661.75
GIS software	PenBay Solutions	InVision InSite Core Module; 12 Month Term/Subscription License; Ea.; Includes Standard Maintenance and Support; Requires IV-300.	IV-306	\$1,750.00	5.75%	\$1,661.75
GIS software	PenBay Solutions	InVision FM Core Module; 12 Month Term/Subscription License; Ea.; Includes Standard Maintenance and Support; Requires IV-300.	IV-305	\$1,750.00	5.75%	\$1,661.75

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GIS PRODUCTS						
GEOSPATIAL PRODUCT DESCRIPTION	Manufacturer / Brand	Product Description	Manufacturer Part Number	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price *
GIS software	PenBay Solutions	InVision Secure Core Module; 12 Month Term/Subscription License; Ea.; Includes Standard Maintenance and Support; Requires IV-300.	IV-310	\$1,750.00	5.75%	\$1,661.75
GIS software	PenBay Solutions	InVision CAD; 12 Month Term/Subscription License; Ea.; Includes Standard Maintenance and Support.	IV-316	\$250.00	5.75%	\$237.39
GIS RELATED SERVICES						
RELATED SERVICES	Service Provider	Detailed Service Description	Manufacturer's Part Number	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*
Software Product Implementation	PenBay Solutions	Hourly Labor Rate for Technical Subject Matter Specialist / Expert	GCS-47	\$285.10	20.75%	\$227.64
Software Product Implementation	PenBay Solutions	Hourly Labor Rate for InVision Senior Architect	GCS-Z2	\$257.50	20.75%	\$205.60
Software Product Implementation	PenBay Solutions	Hourly Labor Rate for Data Architect III	GCS-09	\$233.14	20.75%	\$186.15
Software Product Implementation	PenBay Solutions	Hourly Labor Rate for InVision Delivery Lead	GCS-Z3	\$231.75	20.75%	\$185.04
Software Product Implementation	PenBay Solutions	Hourly Labor Rate for InVision Product Engineer	GCS-Z4	\$216.30	20.75%	\$172.70
Software Product Implementation	PenBay Solutions	Hourly Labor Rate for GIS Software/System Architect - Senior	GCS-25	\$200.35	20.75%	\$159.97

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GIS RELATED SERVICES

RELATED SERVICES	Detailed Service Description		Manufacturer's Part Number	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*
Software Product Implementation	PenBay Solutions	Hourly Labor Rate for InVision Delivery Specialist	GCS-Z5	\$190.55	20.75%	\$152.14
Software Product Implementation	PenBay Solutions	Hourly Labor Rate for Project Manager I	GCS-31	\$184.96	20.75%	\$147.68
Software Product Implementation	PenBay Solutions	Hourly Labor Rate for Database Analyst III	GCS-13	\$178.87	20.75%	\$142.82
Software Product Implementation	PenBay Solutions	Hourly Labor Rate for Quality Assurance Manager	GCS-34	\$168.93	20.75%	\$134.88
Software Product Implementation	PenBay Solutions	Hourly Labor Rate for Database Administrator	GCS-10	\$167.48	20.75%	\$133.72
Software Product Implementation	PenBay Solutions	Hourly Labor Rate for Software Developer II	GCS-36	\$162.30	20.75%	\$129.59
Software Product Implementation	PenBay Solutions	Hourly Labor Rate for InVision GIS Analyst / Programmer	GCS-Z6	\$154.50	20.75%	\$123.36
Software Product Implementation	PenBay Solutions	Hourly Labor Rate for Systems Engineer III	GCS-44	\$154.35	20.75%	\$123.24
Software Product Implementation	PenBay Solutions	Hourly Labor Rate for Systems Administrator I	GCS-40	\$134.09	20.75%	\$107.06
Software Product Implementation	PenBay Solutions	Hourly Labor Rate for GIS Analyst III	GCS-19	\$121.65	20.75%	\$97.13